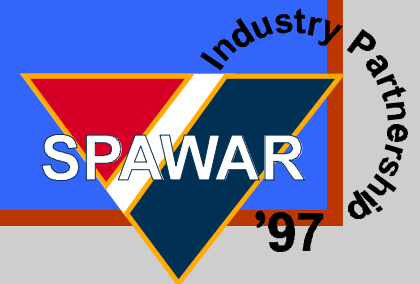


Industry Partnership Conference

Contracting Trends & Initiatives

SPAWAR Mission

“We the people of the Space and Naval Warfare Team DELIVER supported, affordable, integrated and interoperable world class information solutions to warriors and supporting elements enabling them to dominate today and tomorrow as we move ‘Forward.... from the sea’.”



Guiding Principles

- ➔ Provide innovative, responsive Contracting support.
- ➔ Ensure compliance with rules and regulations.
- ➔ Maintain highest level of ethical standards.
- ➔ Improve efficiency of contracting operations.
- ➔ Enhance professionalism of contracting workforce.
- ➔ Improve working conditions and quality of life.
- ➔ Effectively perform Head of Contracting Activity (HCA) responsibilities.
- ➔ Display a positive attitude, work hard and have fun.



Meeting Our Mission: SPAWAR Products

Forward

Deployment

- SATCOM
- INTEL Systems
- TACTINTEL II+
- JTT-N
- METOC
- SNAP
- ASWOC
- Cryptologic & INTEL Centers
- Shorebased COMM Centers
- Fixed Surveillance
- ADS

Strategic Deterrent

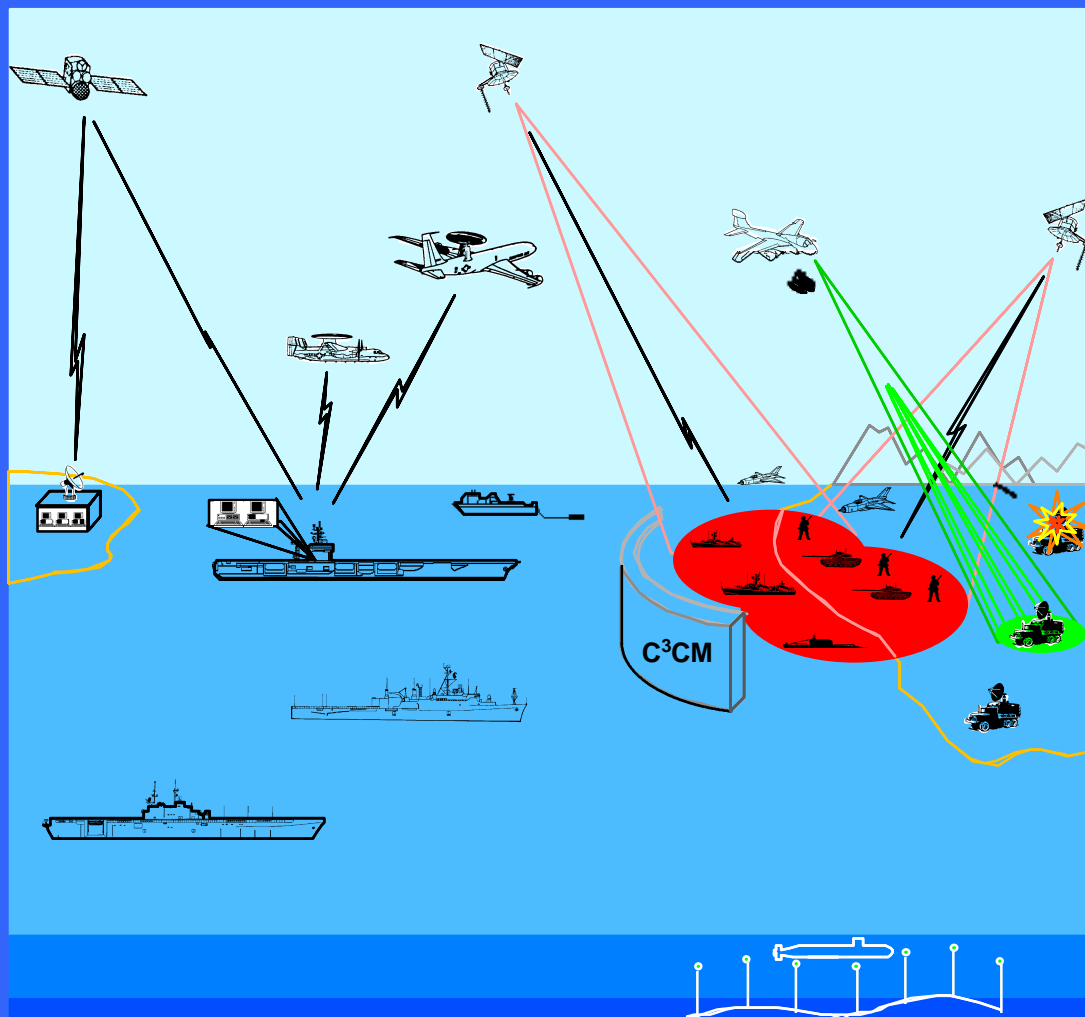
- EHF/VLF
- FDS
- SURTASS
- SOSUS

Sealift

- SALTS
- INMARSAT
- OSS at Land Based MSC Site

Power Projection

- ADNS
- OTCIXS
- TADIXS
- SHF SATCOM



Command, Control & Surveillance

- ADNS/Copernicus
- HF Comms
- OSS/NTCS-A
- ADS Integrated Undersea Surveillance
- GBS
- TACTINTEL II+
- UHF Mini/DAMA
- SLICE Radio
- Precision Navigation GPS
- Challenge Athena
- ADS

Battlespace Dominance

- MILSTAR
- SATCOM
- JTIDS
- INFOSEC
- LFA
- CHBDL
- EHF
- SURTASS/Twin Line
- ADS

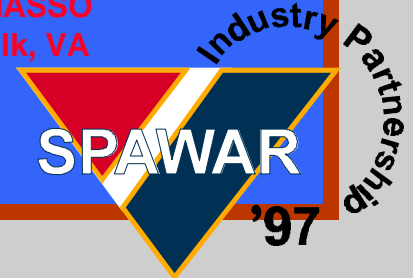
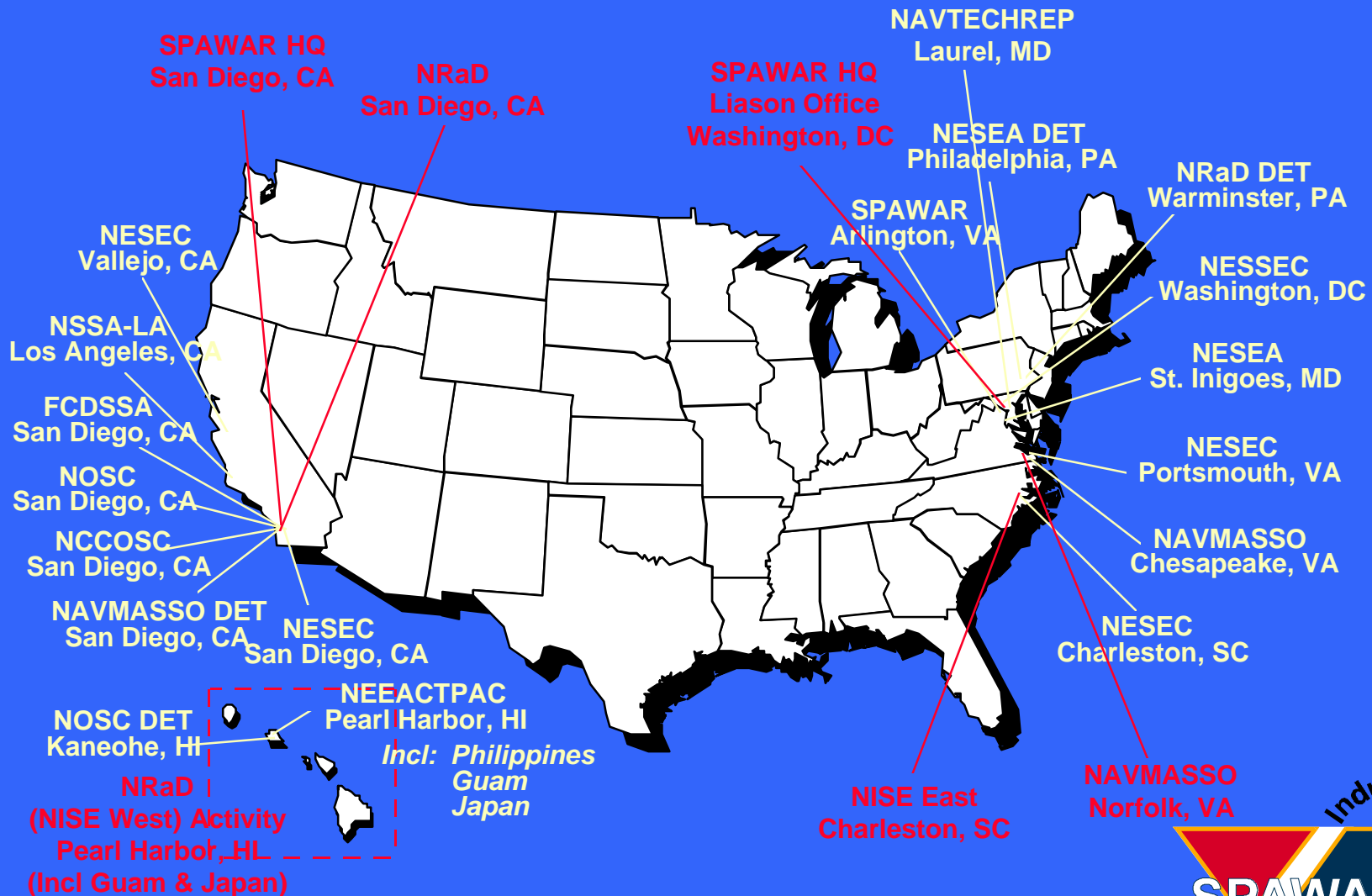
Force Sustainment

- COTS C4I

Crisis Response

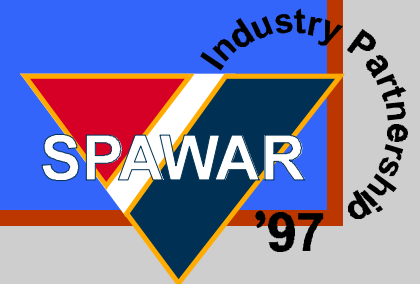
- SATCOM
- Sensors
- FMOCC
- 17 All Weather ATC Systems
- 8 Mobile ASW OPS System
- Deployable Surveillance
- ADS

SPAWAR Claimancy After BRAC '95



SPAWAR's Role as HCA

- ⇒ Contracting policies and procedures
- ⇒ Oversight
- ⇒ Contracting authority
- ⇒ Field management



SPAWAR Home Page



Organization

Command Briefings

Visiting/Weather

Programs, Products and Services

Publications, Newsletter

Phone Book

Employment Information

Feedback



SPAWAR

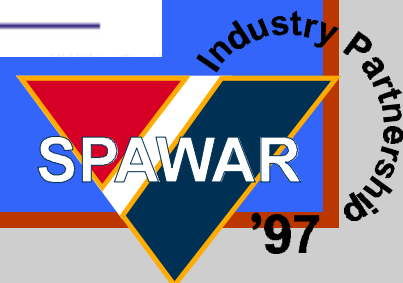
Space and Naval Warfare Systems Command

The Space and Naval Warfare Systems Command designs, acquires and supports systems which collect, coordinate, process, analyze and present complex information to the nation's leaders.

INTEGRATED INFORMATION SYSTEMS TO THE FLEET

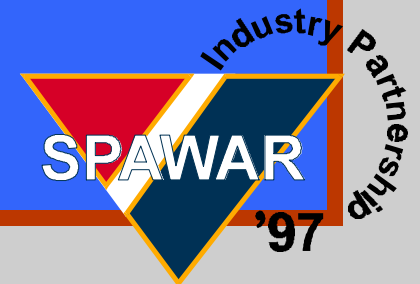
[This US Government system is subject to [monitoring](#).]

Advanced Technology
"The Future is Here Today"



<http://www.nosc.mil/spawar/welcome.page>

SPAWAR Headquarters Contracting



SPAWAR Procurement Process

Sponsors:

Office of the Chief of Naval Operations (OPNAV)

- OPNAV N6 – Space and Electronic Warfare Division

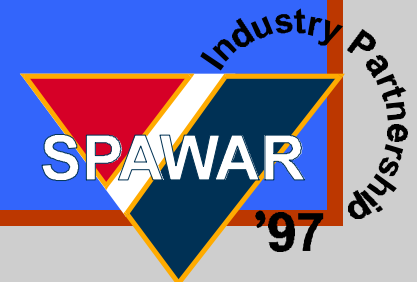
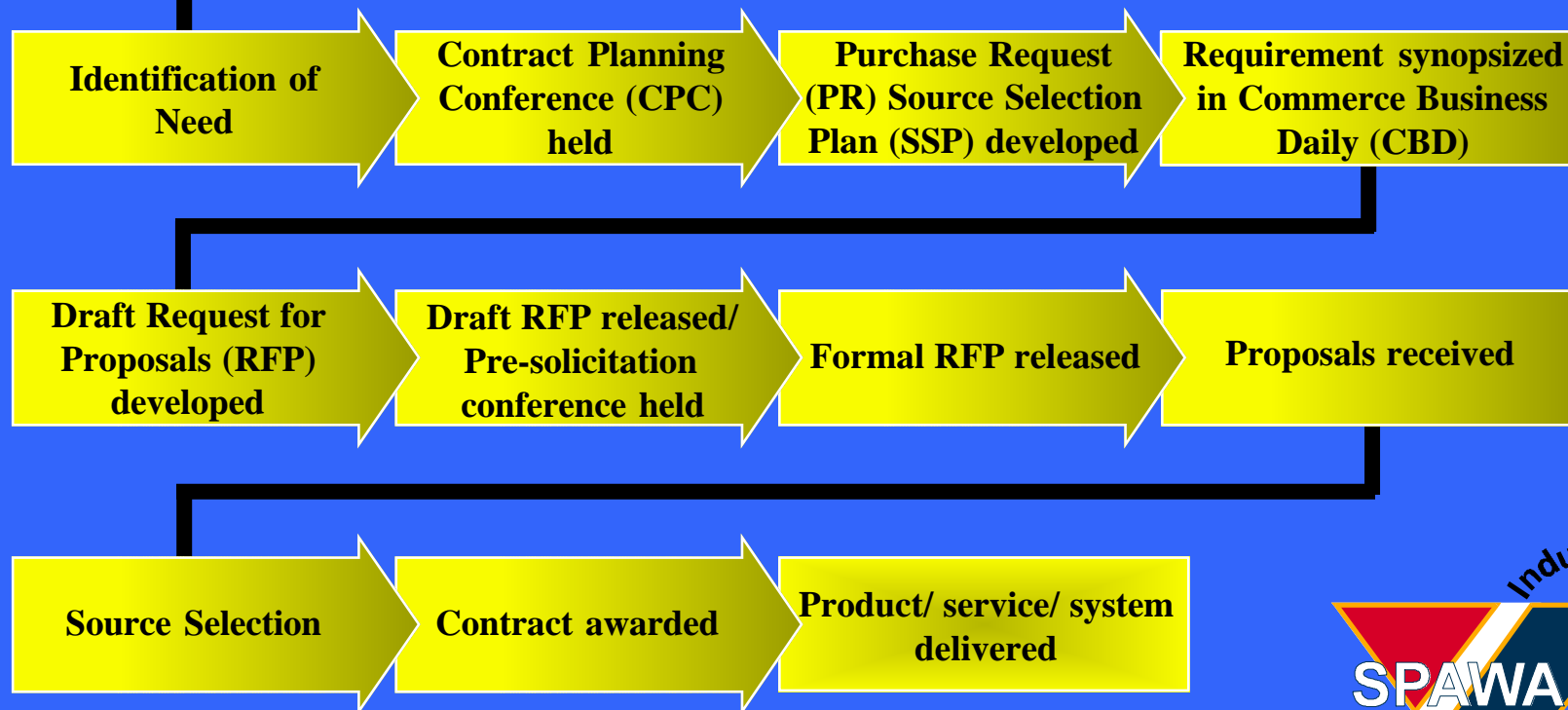
- OPNAV N87 – Resources and Warfare Requirements Division

- OPNAV N091 – Test, Evaluation, and Technology Requirements Division

- OPNAV N096 – Oceanographer of the Navy

Naval Sea Systems Command (NAVSEA)

Naval Air Systems Command (NAVAIR)



SPAWAR HQ Contracting POC's

Director:

CAPT Jay Cohen (703) 602-7777 jmcohen@nosc.mil

Executive Director:

Ms. Sarah K. Lamade (703) 602-7778 lamades@nosc.mil

Purchase Division Director:

Mr. Keith Leung (703) 602-9348 leungk@nosc.mil

PD 17 Branch Head:

Ms. Ellen Polen (619) 524-2449 polene@nosc.mil

PD 18 Branch Head:

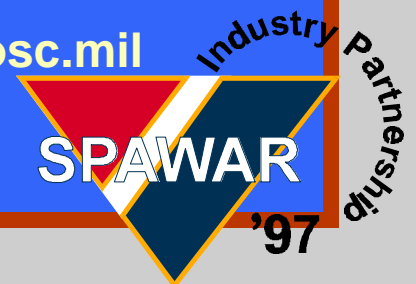
Mr. Gil Field (619) 553-8801 fieldg@nosc.mil

PEO

Ms. Diane Thornewell (703) 602-7906 thornewelld@nosc.mil

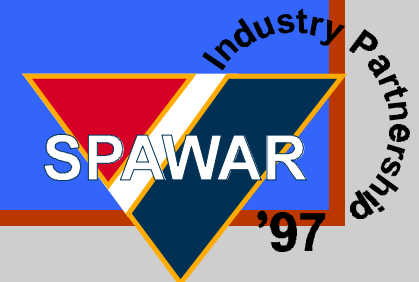
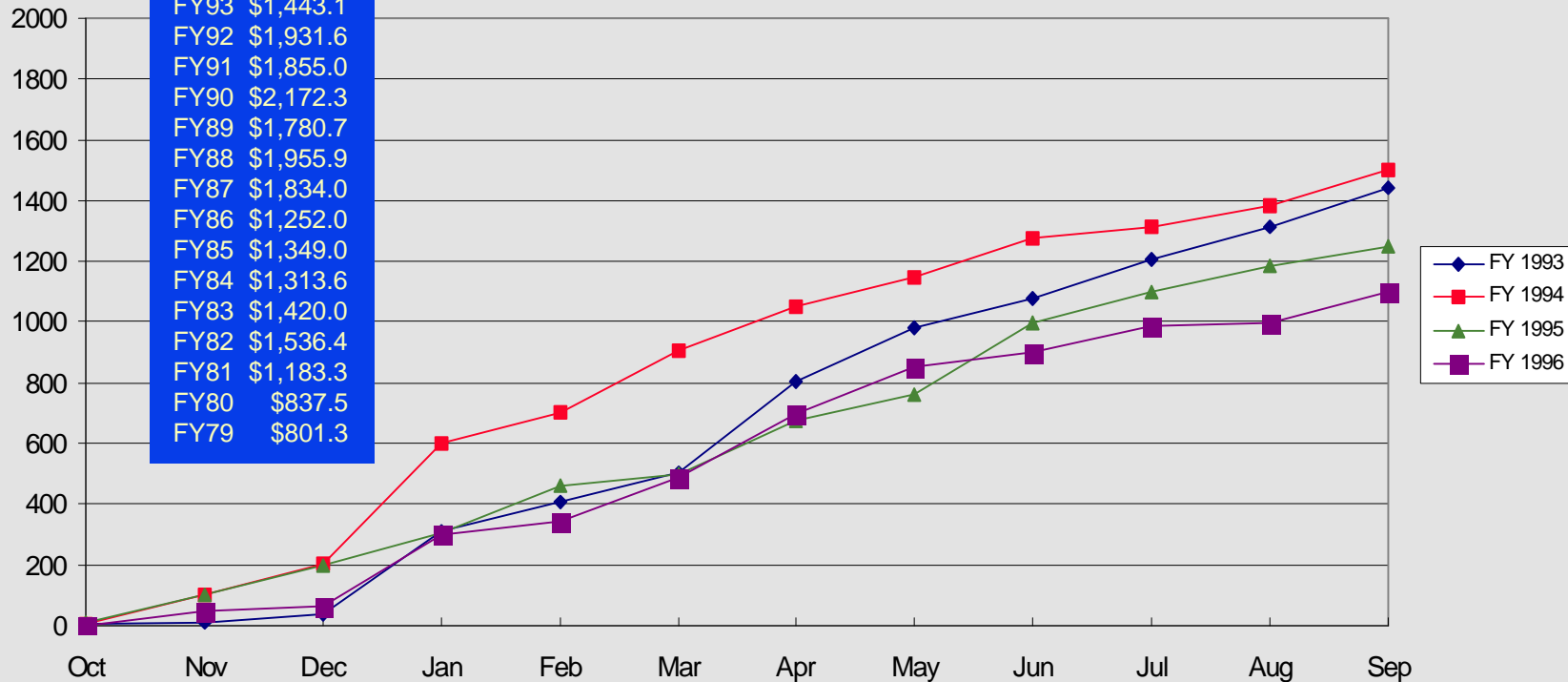
Other (PD 13, 15, 16, SPAWAR 05, 07):

Mr. Joe Sousa (703) 602-0675 sousaj@nosc.mil

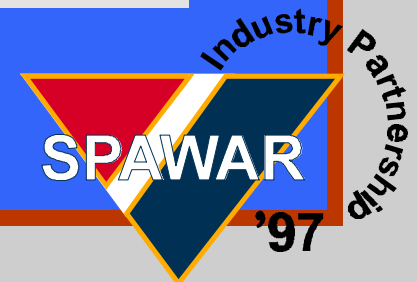
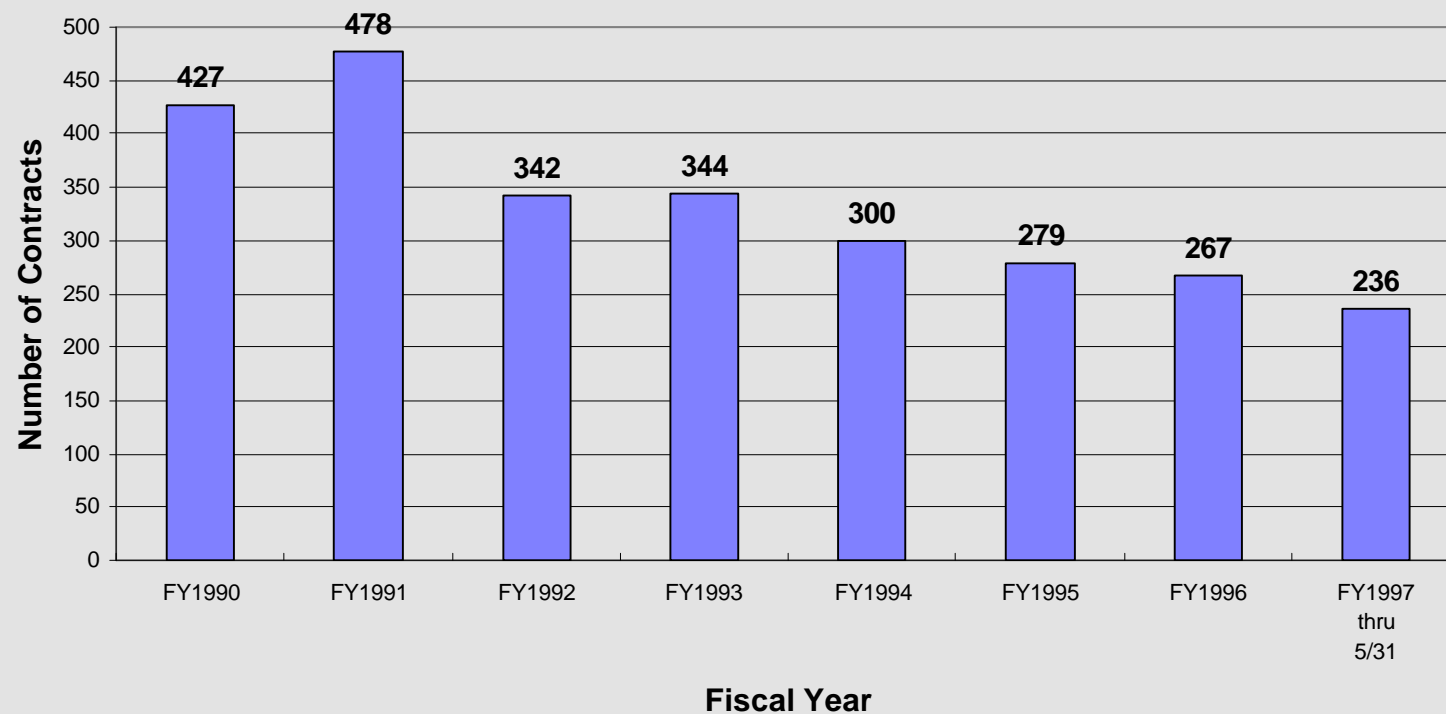


SPAWAR - Total Dollars Obligated

YEAR END	
FY96	\$1,100.0
FY95	\$1,239.0
FY94	\$1,505.0
FY93	\$1,443.1
FY92	\$1,931.6
FY91	\$1,855.0
FY90	\$2,172.3
FY89	\$1,780.7
FY88	\$1,955.9
FY87	\$1,834.0
FY86	\$1,252.0
FY85	\$1,349.0
FY84	\$1,313.6
FY83	\$1,420.0
FY82	\$1,536.4
FY81	\$1,183.3
FY80	\$837.5
FY79	\$801.3

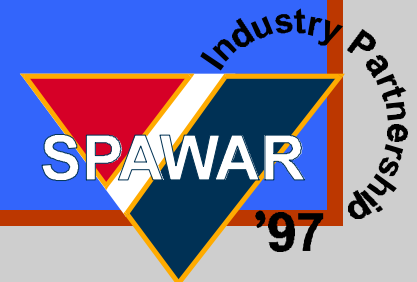


Contract Awards



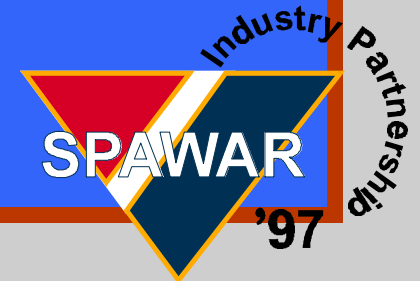
Acquisition Reform Initiatives

- Streamlined Source Selection
 - Oral Props
 - Streamlined Evaluation Criteria
 - Sequestered Evaluations
- New & Expanded Use of Contract Vehicles / Processes
 - BPA's
 - Other Transactions
 - Performanced Based Service Contracting
 - Multiple Awards
 - FFP
 - "Alpha" Contracting



Acquisition Reform Initiatives (cont)

- ⇒ New Openness with Contractors
 - ⇒ One-on-One Meetings between Government and Industry
 - ⇒ Estimates of Available Funding
 - ⇒ Dialogue on Lessons Learned During Acquisition Reform Pilots
 - ⇒ Draft Spec's, RFP's
- ⇒ Leadership Commitment and Involvement
 - ⇒ Acquisition Lead Time Monitored at 00 Level
 - ⇒ Team Approach to Acquisition
 - ⇒ Training



Future Trends in Contracting

- ⇒ Greatly Expanded Use of Electronic Catalogs for COTS
- ⇒ Credit Cards in Hands of Users - Up to \$100K
- ⇒ Large Contracts - with Purchase / Delivery Orders
- ⇒ Continued Decline in Numbers of Acquisition Workforce
- ⇒ More Uniformity and Systems to Evaluate Past Performance
- ⇒ Performanced Based Service Contracting
- ⇒ More Standardization in Business Process and Tools
- ⇒ Reengineered Business Practices for Big Cost Reduction Pay-offs



Summary

- ⇒ Legislative Changes and Leadership Involvement are Enabling Contracting Community to Significantly Improve Support to Customers
- ⇒ New Era of Partnership with Industry Enhances Quality and Timeliness of Acquisition Process
- ⇒ New Processes and Tools are Reducing Costs of Doing Business

